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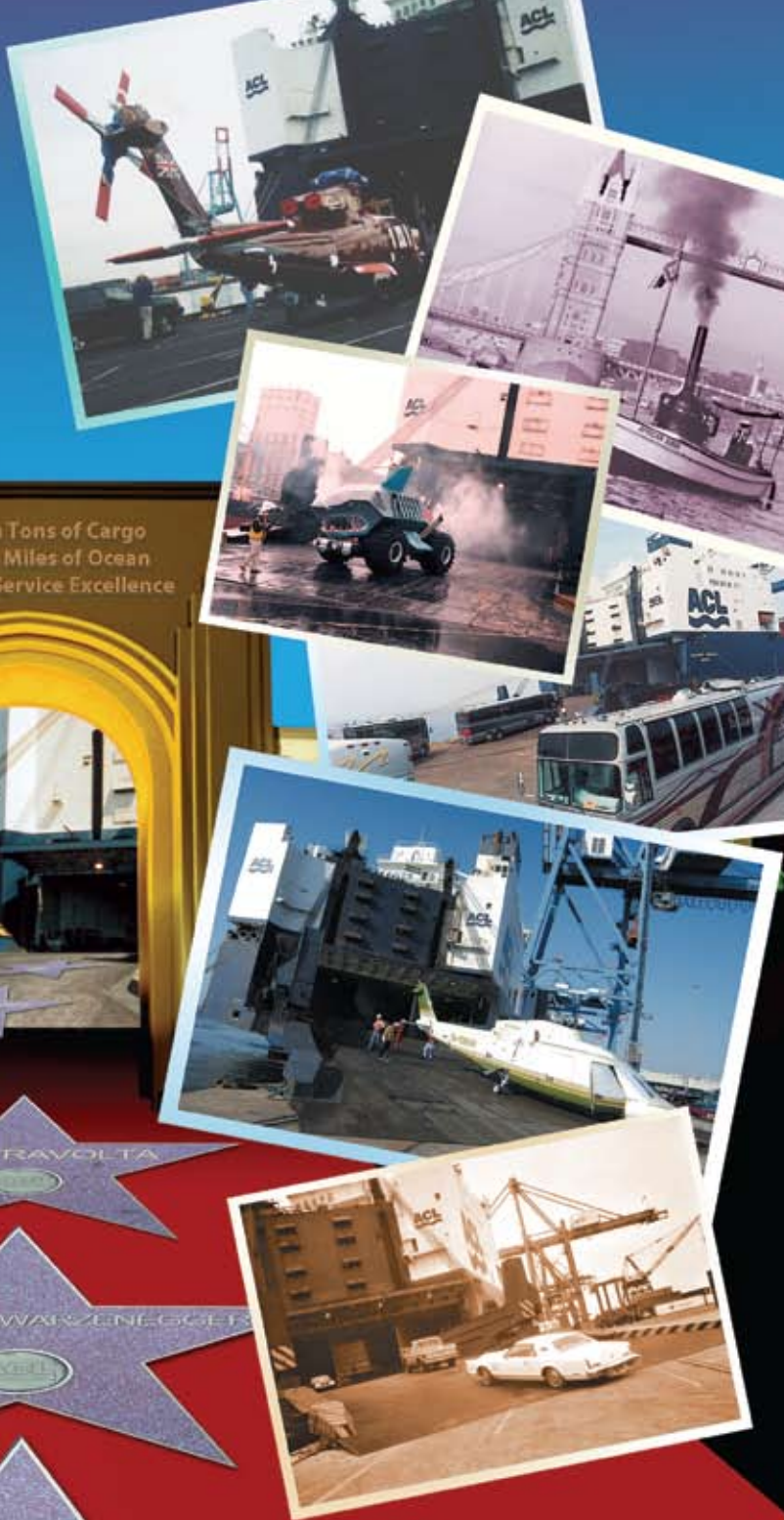
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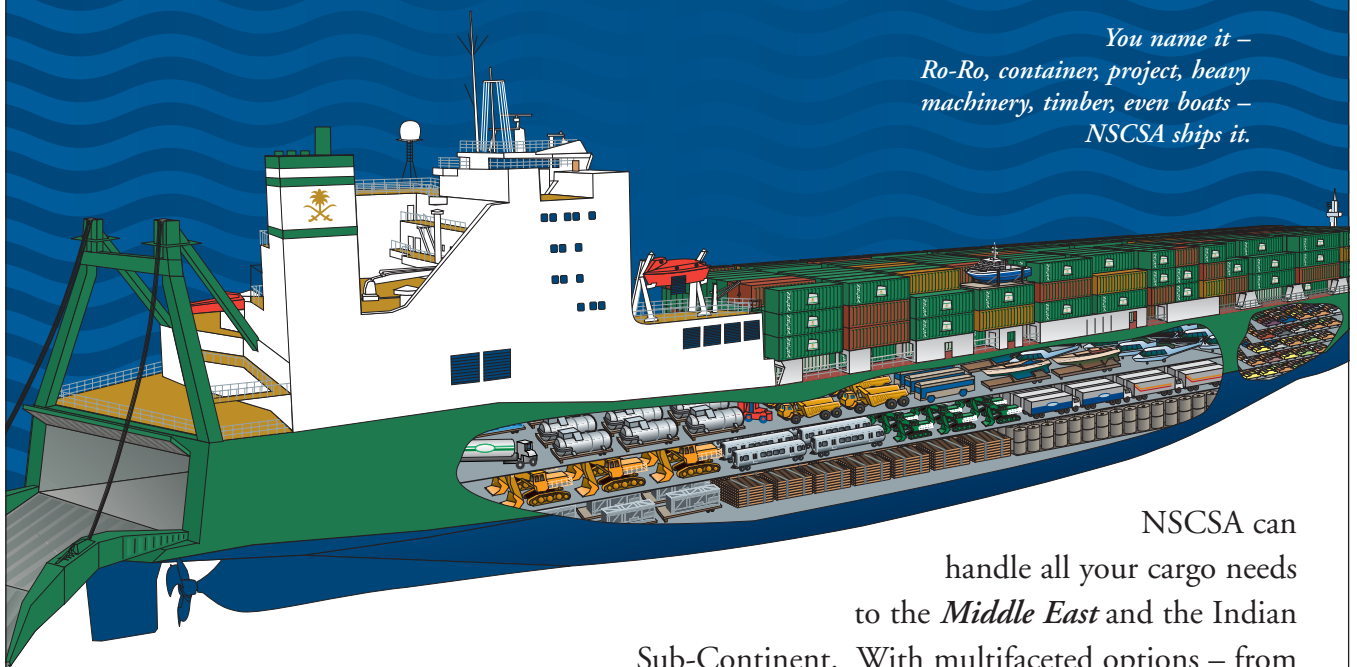
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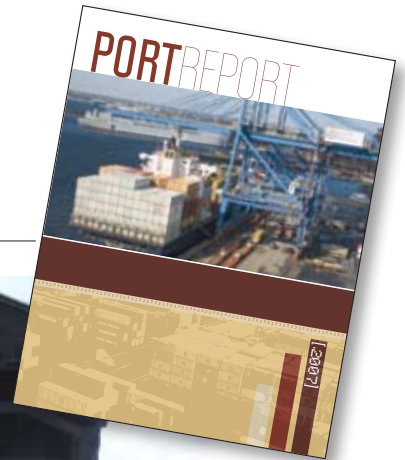
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COURTESY OF RICHIE BROTHERS AUCTION

COVER: The largest container vessel ever to call on the Port of Baltimore, the 997-foot-long Michaela owned by the Mediterranean Shipping Co., recently visited Seagirt Marine Terminal. Michaela can carry more than 6,700 TEU containers. Photography by Bill McAllen.

SOUNDINGS

The happenings in and around the Port



COURTESY OF MPA

U.S. Secretary of Commerce Carlos Gutierrez used the Port of Baltimore as a backdrop for a speech about exports and maritime jobs.

NEWSMAKERS

Secretary of Commerce Touts Exports, Jobs

U.S. Commerce Secretary Carlos Gutierrez and **U.S. Trade Representative Susan C. Schwab** met with maritime and business leaders to tout the importance of exports and jobs to Baltimore and the United States during a tour of the Port of Baltimore in October.


"One of the best places to see trade at work is here at the Port of Baltimore," said Gutierrez. "Over 128,000 jobs are linked to the port — \$2.4 billion in wages and salaries generated. It's an engine that drives growth in Baltimore, Maryland and America."

Maryland's overall exports shipments of merchandise in 2006 totaled \$7.6 billion, up 70 percent from the 2002 total of \$4.5 billion, and went to over 212 foreign destinations around the world.

"Over 40 million tons of bulk and container cargo and some 2,300 vessels move through this vital port each year," said Schwab. "This translates into jobs and economic development for the people of this region and beyond. As

the U.S. Trade Representative — and as a Marylander — I am excited by this immense volume of trade and what it means for our economy."

Gutierrez noted that while countries that the United States has free trade agreements with make up only 7.5 percent of the world gross domestic product, they purchase more than 42 percent of U.S. exports.

"As the world becomes a single market, the pace of change is accelerating. This can cause uncertainty for individuals and communities and dislocations for others. We must assist workers adversely affected but in ways that do not harm the majority of people who benefit from expanded trade," says Schwab. "The response to change is not to turn inward. The vitality of the Port of Baltimore is symbolic of the benefits of engaging in trade with countries from around the world. Our economic health and competitiveness depends on our ability to increase free and fair trade." 


COMMISSIONER

Venetoulis Appointed Port Commissioner

Gov. Martin O'Malley has appointed **Theodore G. Venetoulis** to a three-year team as a Maryland Port Commissioner. The Maryland Port Commission establishes policies directed toward improving the competitive position of the Port of Baltimore within the international maritime industry.

Venetoulis is chairman and chief executive officer of **Corridor Media Inc.**, a regional business and political

news magazine serving the Baltimore and Washington, D.C., region. He is also chairman and chief executive officer of H&V Communications, a global company providing custom marketing and publishing for economic development, transportation, tourism and convention organizations.

He served as Baltimore County Executive from 1974 through 1978. Venetoulis has master's degrees from Johns Hopkins University and American University. He is the author of two books, a visiting professor at local universities and a board member on the Baltimore-Washington Business Partnership. 

NEWSMAKERS

Indonesian Delegation Visits Baltimore

The Port of Baltimore recently hosted the Indonesian delegation from the **Aceh Province** for a tour of Port facilities.

"Aceh Province is recovering from the 9.0 earthquake and tsunami that devastated its cities, villages and a majority of its ports in December 2004," says Iskandarsyah Bakri, of the Washington, D.C.-based World Bank, the group's Coordinator. "They discovered that many donated items for the tsunami victims were sent from the Port of Baltimore."

Bakri notes that the economic future of ports in Aceh Province will depend largely upon their effectiveness at handling cargo, imports and exports to regions in Southeast Asia.

"Aceh ports are strategically located between the Indian Ocean and the Strait of Malacca and it will play an important role in trade and integration of transport for the region. The future economy of our people will depend upon how we manage and use our ports."

Bakri said the delegation was impressed by what it witnessed in Baltimore.

"We hope that the Aceh Governor's team and pertinent officials and businesses can bring back home the experience and best practices from the visit," Bakri says. 🌐



COURTESY OF MPA

A delegation of Indonesians from Aceh Province recently visited the Port. Many items donated in the wake of the tsunami in December 2004 moved through Baltimore to Indonesia.

PAPER

New M-Real Storage at South Locust Point

The Maryland Port Administration has opened a new paper storage shed for M-Real at the **South Locust Point Marine Terminal**. The 220,000-square-foot facility features specially reinforced floors, additional loading dock doors for truck and rail transport and is located closer to the piers.

"We needed more space," says Rick Schiappacasse, MPA's Director for Latin America, the Caribbean and Forest Products. "M-Real has been increasing its shipments and we wanted to be able to keep up with the demand."

The new storage facility helps MPA centralize its M-Real operation at South Locust Point and opens up space previously needed at North Locust Point for alternative uses.

"We're trying to grow with M-Real," Schiappacasse adds. "They needed more space for their cargo and a way to move it more expeditiously. We were able to provide that." 🌐

WAREHOUSING

D&D Receives Foreign Trade Zone Status

D&D Distribution Services, a full-service public warehousing and distribution services provider in York, Pa., has been designated as a general purpose zone by the U.S. Foreign Trade Zone and has been activated by U.S. Customs & Border Protection.

"It adds another option to D&D's menu of services we offer to companies and organizations both globally and within the mid-Atlantic region of the United States," says Gene L. Burchette, the company's President.

D&D Distribution Services is currently the only activated Foreign Trade Zone general warehouse in Pennsylvania. 🌐

NEWSMAKERS

Hamons Honored With Award

Frank Hamons, Deputy Director of Harbor Development for the Maryland Port Administration, was honored with the 2007 **Port Leader of the Year** award during a September luncheon at the Sheraton Baltimore City Center Hotel.

The event, sponsored by the Baltimore Junior Chamber of Commerce, recognizes an individual in the Port of Baltimore community for contributions to the maritime industry.

Hamons oversees MPA's Dredged Material Management Program, which studies short- and long-term dredging needs and identifies and implements dredged material placement operations.

Previous winners include David Stambaugh of the Baltimore Maritime Exchange; Horace Alston of the International Longshoremen's Association; Chuck and Duff Hughes of The Vane Brothers; and Maryland Port Administration Executive Director James J. White. 🌐



COURTESY OF MPA

Frank Hamons, second from right, was feted by the Baltimore Junior Chamber of Commerce as the 2007 Port Leader of the Year. Joining him at the awards luncheon were, from left, MPA Executive Director James J. White, Beverley Swaim-Staley of the Maryland Department of Transportation and MPA Deputy Executive Director M. Kathleen Broadwater.



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WAREHOUSING

Belt's Opens New Facility in Marley Neck

The **Belt's Corporation**, one of Maryland's largest warehousing and distribution companies, and its affiliate, Belt's Realty Services, Inc., have completed a new, **154,000-square-foot distribution facility** in the Gateway at Marley Neck business park. The Swan Creek Drive facility is the fifth major logistics hub for Belt's in the Baltimore-Washington, D.C., corridor.

The new site — strategically located between the Port of Baltimore and BWI-Thurgood Marshall Airport, two major distribution hubs — is a cross-docked building constructed of concrete tilt panels with a minimum ceiling height of 32 feet, with 28 loading doors and two drive-in doors. All of the loading doors have mechanical dock levelers.

The Belt's Corporation will be the first tenant for the new facility, which will be used to expand its distribution business; the remainder will be available for third-party leasing.

Construction by the Glen Arm Building Company was completed in December 2007. The building was designed by Hofmann and Associates.

Founded in 1845, The Belt's Corporation is a leader in the field of third-party logistics, offering a complete range of

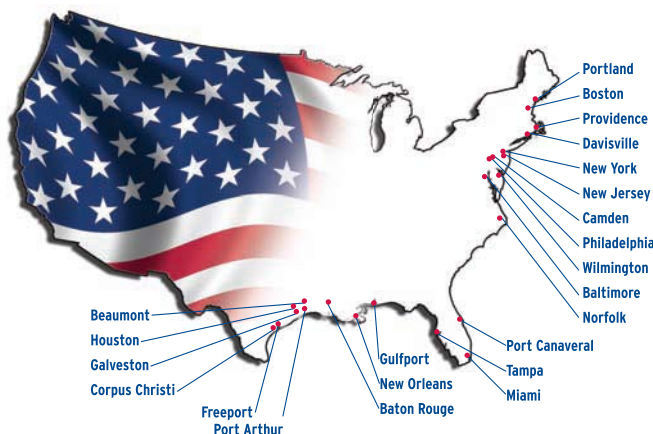
services including public and contract warehousing, pick-and-pack operations, food-grade storage, cross-dock distribution, transportation and U.S. Customs and Foreign Trade Zone services.

Belt's also offers custom packaging, contract assembly and fulfillment, with either dedicated or project specific staffing options and quality control and testing services for manufacturers and distributors.

Belt's Realty Services, Inc., the developer of the new distribution facility, was created to serve Belt's growing real estate interests and to develop and manage state-of-the-art distribution facilities for Belt's customers and third parties. Belt's Realty provides single-source real estate services to distribution and logistics customers, including site acquisition and warehouse development, industrial property sales and leasing, and property management.

Belt's Realty has developed a number of innovative, award-winning distribution centers such as the 250,000-square-foot Belt's Business Center along Interstate 95, a 325,000-square-foot distribution center in the Holabird Industrial Park and the 650,000 square-foot Fila USA national distribution center in Brandon Woods. 🌐

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NEWSMAKERS

Army Reserve Vessel Named for Civil War Hero

The **U.S. Army Vessel Maj. Gen. Robert Smalls (Logistics Support Vessel-8)** recently became the Army Reserve's first vessel named after an African American. Christened in April 2004, the Army's most recent acquisition is the largest vessel currently in the Army's floating inventory. It is operated by the Army Reserve's Baltimore-based 203rd Transportation Detachment.

The commissioning at Baltimore's Inner Harbor, attended by a number of Smalls' family members, supporters and ship's crew, was held to honor Smalls' heroic actions in the Civil War. Smalls was 23 in 1862 when he led a revolt with his wife and a dozen other slaves. They commandeered the Confederate vessel *Planter* and sailed it past armed, unfriendly outposts to the nearest Union blockade vessel, where Smalls surrendered it.

The following year, for his courage and daring under fire aboard *Planter*, Smalls was made the first black captain of a U.S. vessel. He later became a legislator in South Carolina and a militia general. He served five terms in Congress and became the Collector of Customs



Top: From left, Lt. Gen. Jack Stultz, U.S. Rep. James E. Clyburn and Sgt. Major Leon Caffie attended the naming ceremony. Above: Civil War re-enactors from Massachusetts roll up flags following the ceremony. Above, right: Military police and watercraft engineers prepare the U.S. Army Vessel Maj. Gen. Robert Smalls (LSV-8) for its commissioning ceremony.

in Beaufort, S.C., where he lived in the house where he had once been a slave.

A key force in convincing the Army to name the vessel for Smalls, Kitt Alexander, of the Robert Smalls Legacy Foundation, worked for more than 11 years to restore Smalls' name to national acclaim.

"This is the kind of boat that General Smalls took from the Confederates — a working boat — and he would have been

proud and honored to have witnessed this ceremony today," says Alexander. "After hearing his story from his great-granddaughter, Dolly Nash, I thought someone should do something in honor of this man. One day I finally realized that person was me, and that's when I started my crusade in support of Gen. Smalls."

Alexander said she first requested the Navy name a ship after Smalls

NEWSMAKERS

Record Crowd Visits Annual PortFest

The **Maryland Port Administration's 2007 PortFest** in September was an overwhelming success, with 1,040 visitors — more than double the number from the previous year — visiting the Port of Baltimore and learning about maritime commerce.

There were twice as many exhibits as in previous years, including demonstrations by the Maryland Transportation Authority Police Department's drug- and bomb-sniffing dogs; the VACIS machine was moved to Point Breeze for demonstrations; and "Scales and Tales," a Department of Natural Resources program featuring snakes, owls and vultures.

A flotilla of boats featuring a display of RO/RO equipment was positioned off berth one at Dundalk Marine Terminal so the public could see them better from tour buses. These included the pilot's launch, a McAllister tug and the MdTA police boat.

This year, there was also a bus dedicated to the private terminals — Ruckert Terminals and CNX Coal facility. The Liberty ship *John Brown* was open for tours, and four buses with MPA tour guides continuously took visitors around Dundalk and Seagirt marine terminals.

A walk-a-thon, sponsored by Ports America and the Steamship Trade Association, was held prior to PortFest. Benefits will fund those organizations' charitable endeavors. PortFest was sponsored by RREEF and Ports America. 🌐



PHOTOS COURTESY OF U.S. ARMY RESERVE/SFC DERRICK WITHERSPOON

because she did not know the Army had ships. Once the Army heard her story, she said they were willing to help her.

"Robert Smalls had a passion for freedom and liberty, and we have soldiers who are fighting for our freedom every day," says Lt. Gen. Jack Stultz, Chief of the U.S. Army Reserve. "So for the Army Reserve to have in its inventory a ship that bears the name of someone with that passion for freedom sets a great example for our soldiers."

"It's great to know that my great-great grandfather is being honored this way," says Freddie Meyer, Smalls' great-great grandson. 🌐



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Aida Calls at Dundalk

Wallenius Wilhelmsen Logistics' *Aida*, a pure car/truck carrier and one of 85 ships in the line's fleet, recently made its first call on the Port of Baltimore. She loaded and unloaded cargo at Dundalk Marine Terminal.

Built by Daewoo Heavy Industries in Korea, Sweden-flagged *Aida* is 199 meters

long, 32.26 meters wide and can reach a cruise speed of 21 knots. She has a capacity of 6,466 cars and features stern and starboard ramps.

Wallenius Wilhelmsen Logistics calls on Baltimore 226 times each year.

Agent: Wallenius Wilhelmsen Logistics

Stevedore: MTC

Towing: Moran Towing

NYK Vessel Discharges Vehicles

NYK Lines car carrier *Aphrodite Leader* recently discharged 736 vehicles at Dundalk Marine Terminal on its initial trip to the Port of Baltimore.

The Panama-flagged vessel is one of 300 in the NYK fleet, which makes regular calls on Baltimore. It was built at the Toyohashi Shipyard in Japan and is 200 meters long, 32 meters wide and can reach a cruise speed of 20 knots.

Aphrodite Leader has a capacity of 6,500 units.

Agent: ISS Baltimore



COURTESY OF MPA

Rickmers Dalian Brings Project Cargo

Rickmers Dalian recently made its first visit to Baltimore, unloading heavy lift project cargo at Dundalk Marine Terminal.

The vessel, one of nine in the Rickmers-Linie fleet, features forward and aft cranes and two additional cranes that can move a combined 640 mt.

She was built by Xiamen Shipbuilding Industry Co., Ltd. in China and carries the flag of the Marshall Islands. *Rickmers Dalian* is 632 feet long, 91 feet wide, can reach a cruise speed of 19 knots and possesses a capacity of 1,221,899 cubic feet.

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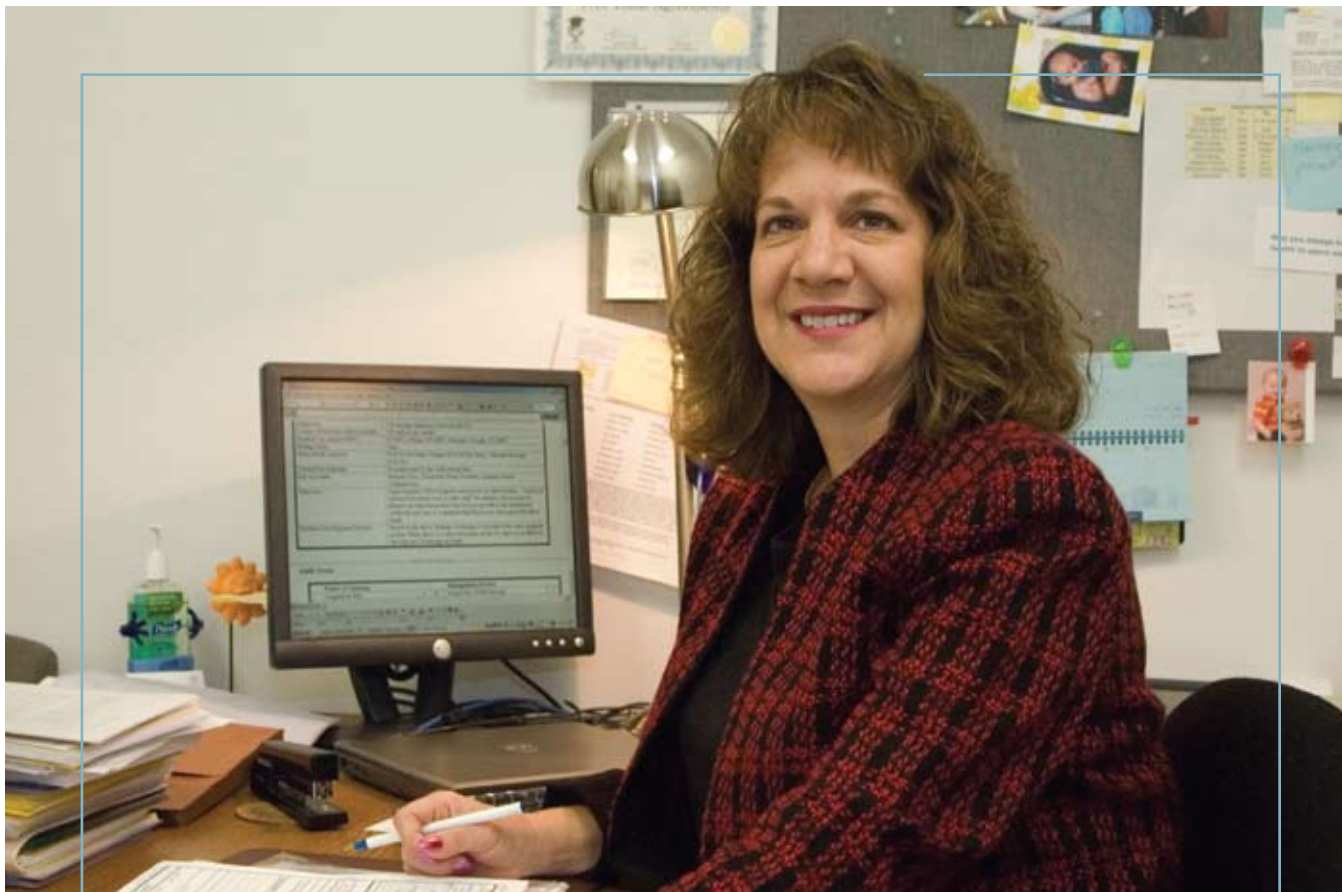


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Judy Zambotti-Wall

“You’ve Always Got to be Ready”

Most people see the word “pineapple” and assume it refers to fruit. Judy Zambotti-Wall spies the word on a shipment’s customs clearance form and her mind quickly shifts into overdrive.

If it’s fruit, is it shipped in juice, syrup or water? What if it’s not edible but decorative? It could be an ornament or carving, in which case Zambotti-Wall needs to ascertain whether it’s made from wood, plastic or glass. One item can have multiple customs designations.

“We learn to ask a lot of questions,” explains Zambotti-Wall, a Senior Compliance Specialist now in her second tour of duty with Kuehne + Nagel, an international customs broker and freight forwarder with local offices in Linthicum. Shepherding shipments through the Port of Baltimore, Zambotti-Wall, 45, has become intimately familiar with a myriad of federal regulations, agencies and codes.

She is serving a second term as President of the Baltimore Customs Brokers and Forwarders

BY PETE KERZEL | Photography By Kathy Bergren Smith

Association, a professional organization comprised of 47 member firms that do business through the Port.

"The association's mission is to educate the brokerage and forwarding communities," Zambotti-Wall explains. "We're hoping to change the bylaws to open membership to associate members because that would give us more voices."

Zambotti-Wall joined the former R.G. Hobelmann for a summertime college job and was drawn to the industry's variety. She got her customs broker's license in 1993 and has been with Kuehne + Nagel for seven years.

Members of her organization take advantage of their proximity to Washington, D.C., lawmakers by traveling there to lobby legislators.

She has seen a multitude of changes over her career, including the move from hand-written documents to a paperless environment and a more aggressive approach to post-Sept. 11 customs enforcement. Members of her organization take advantage of their proximity to Washington, D.C., lawmakers by traveling there to lobby legislators.

"A lot of people don't understand the entirety of the Port of Baltimore," she says. "The perception is that a ship comes in, loads, unloads and then goes back out. But there's a lot more involved in ships arriving and departing, and that's where we as brokers and forwarders come in."

Two unusual shipments demonstrate how Zambotti-Wall has to be prepared for almost anything. Black mud from the Dead Sea moved through Baltimore bound for a cosmetics manufacturer, and she once cleared a cancerous human larynx to be used for medical research.

"You can go unnoticed until there's a problem or an unusual shipment," says the Ellicott City resident. "That's when your expertise comes in to play, and you have to know how to handle the situation. You've always got to be ready." 🌐

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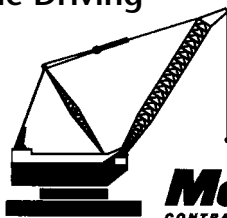
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PORTREPORT



[2007]

PORTREPORT >>>

In 2007, things continued to remain strong for our great Port. New business, additional upgrades and implementation of security measures, a new way of looking at the future of how we operate the public terminals and our responsibility to the community-at-large all contributed to our success. We also have had the good fortune to have a Governor, Secretary of Transportation and legislature who truly understand and appreciate the history and importance of the Port of Baltimore.

Breaking more records was a natural for the Port. For the third consecutive year, our total foreign cargo surpassed the 30-million-ton mark. Total cargo value reached close to \$37 billion, an all-time record, which helped us maintain our standing as 12th in the national rankings for value of cargo. We continue to hold the No. 1 ranking in the nation for roll-on/roll-off cargo and imported forest products.

Security is an ongoing process that not only requires vigilance but a constant re-evaluation of the technical aspects of port security. Since 2002, we have committed and implemented more than \$22 million in upgraded and new components to our security. In September, the Port of Baltimore and other agencies participated in a nautical shield terrorism exercise that helped us hone our skills in the event of an attack or the presence of a potential infiltration by people who want to disrupt the flow of commerce or harm our nation.

We are indeed fortunate to have a Maryland congressional delegation that has worked long and hard to help us secure funding in order to ensure the safety of the Port of Baltimore, its surrounding communities, the state and the nation. In late November, the Transportation Security Administration began issuing the Transportation Worker Identification Credential. This component is just another part of the continuing work we do to maintain port security. Governor Martin O'Malley knows the importance of a secure port and expects us to be a top-tier port, leading the pack in port security.

Our reputation for being the best port in the nation for handling automobiles is well earned. We are No. 2 in the nation for the exporting of automobiles through our total quality process. From January 2007 to August 2007 we saw a 125 percent increase in automobile exports. We saw a 32 percent increase for the first half of the year for handling automobiles; that's 301,000 vehicles that passed through the Port in just six months.

With the New Year came new automotive business. We saw the first shipments of environmentally friendly electric cars from China as well as another high-end automotive maker, Lotus. One of the reasons for our success with the automobile manufacturers is

our reputation for giving their cargo the white glove treatment. The model we established more than a decade ago is now being copied in other ports around the country.

Green is important to Maryland. In late summer, the Board of Public Works approved the Masonville Dredged Material Placement Project, which includes the cleanup of 22 acres of contaminated waterfront. Upon completion in 2039, there will be a new habitat for wildlife, a park and community center for local residents, and 119 acres for terminal expansion.

We also have been working diligently to lower vehicle idling times at our gates, reduce storm water runoff into the waterways and lower sulfur emissions in our operating vehicles and cranes while creating green space within the confines of the Chesapeake Bay watershed. Along with the environmentally friendly imported electric cars, we have also become the port of choice for a major wind turbine project in southwestern Pennsylvania.

Cruising from the Port of Baltimore is exciting and connects the eight million people in the Baltimore/Washington, D.C., corridor. This year, we announced that one of the premier cruise lines, Norwegian Cruise Line, selected our Port to add to its 2008 itinerary. We now have two of the three major lines sailing out of Baltimore.

Recognition isn't new to the Port of Baltimore. Over the years, we have received applause from many organizations and institutions for our inventive and quality work. This year, we received the prestigious Presidential "E" Award for excellence in exporting. We hold the honor for being one of four ports in the nation to have received this award twice since the awards began in 1961. Our first award of excellence was given in 1964.

We have a vision that will take the Port of Baltimore to the next level in the increasingly competitive world of maritime trade. We know the importance of the economic impact to the area and the state and have as our plan Vision 2025, which will help us remain a major player, not only nationally but internationally, as well.

We will work to ensure that we grow as the industry grows. We will continue to focus on the areas of dredging to accommodate the larger ships being built; the need for state-of-the-art security and equipment; and the assurance to the workers, both directly and indirectly impacted by the activities generated here, that jobs will exist for generations to come. And we owe it to those who came before us to maintain not only the Port itself but its history as well.

James J. White, Executive Director



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GENERALCARGO

For the fifth consecutive year, the Maryland Port Administration exceeded the previous year's cargo by moving 8.5 million tons across its public piers. This is an increase of 4 percent over fiscal year 2006. Export cargo was up 15 percent over last year.

General cargo — including containers, roll-on/roll-off, automobiles, forest products and breakbulk — makes up more than 25 percent of the Port of Baltimore's total activity and is

the majority of cargo at the MPA's public terminals. Bulk cargo is handled mostly by Baltimore's private terminals.

This year, the Maryland Port Administration was honored with the coveted President's "E" Award based on cargo growth over prior years. This is the second time since the award was established in 1961 that the Port of Baltimore received this honor. Baltimore is only the 23rd port organization out of 361 U.S. ports to win this recognition and the fourth port to win the award twice.



COURTESY OF MPA



COURTESY OF MPA

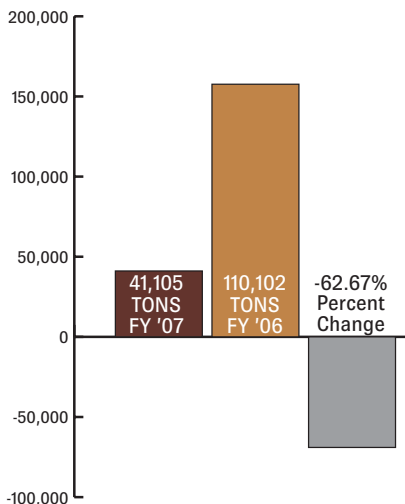
FORESTPRODUCTS

Baltimore continues to lead the East Coast in import forest products. Paper increased by nearly 12 percent at 681,499 tons. Paper pulp soared by nearly 16 percent, up 398,448 tons in fiscal 2007. While numbers were down in lumber, Baltimore still holds top spot in the overall market share. The Maryland Port Administration completed a new 220,000-square-foot warehouse for the expansion of the M-Real business in January 2008.

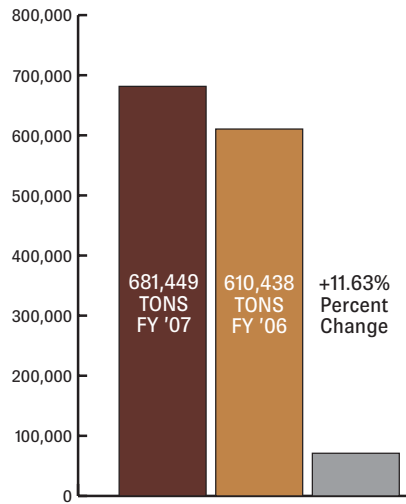
Star Shipping has a new Indonesia/China monthly service direct

to Baltimore for forest products and the Port will see increases in forest products from Brazil as new production will become available during the first quarter of 2008. Gearbulk, a major forest products carrier, will start a new service from Brazil in early 2008.

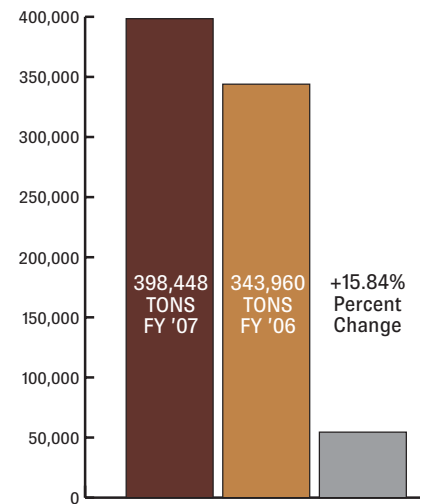
The Port has initiated a quality handling program to work with its partners — the stevedores, International Longshoremen's Association and our customers — to look at every step of the handling process to isolate problems and make immediate improvements.



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AUTOMOBILES

The Port of Baltimore doubled the number of automobile exports in fiscal 2007, retaining its second-place ranking and exporting 111,907 vehicles over fiscal 2006's 54,860 — a 104 percent increase. Baltimore was also up in imports from 308,995 in fiscal 2006 to 352,848 in fiscal 2007, an increase of 14 percent that helped maintain its East Coast standing.

The Port's longstanding contracts with major manufacturers and its auto quality handling program keeps Baltimore in its strong place in this commodity.

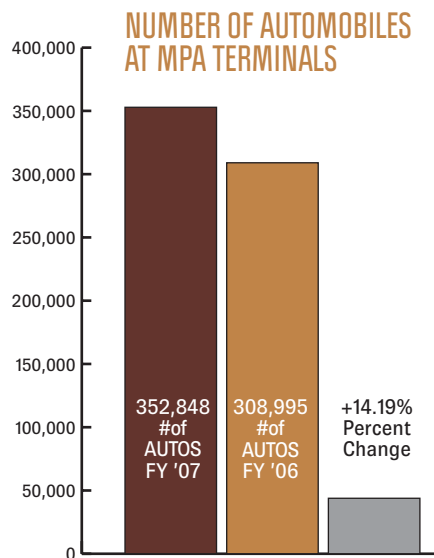
Wallenius Wilhelmsen Logistics opened its new vehicle processing center with an October ceremony. This facility will be accommodating Wallenius Wilhelmsen Logistics growing auto-handling business, which includes Chrysler and Nissan products from Mexico and, recently, Subaru imports and exports. Ford is expected to

move into the operation in early 2008.

Pasha Group began handling a new port customer, Lotus cars, in mid-summer. Lotus is yet another high-end vehicle that has chosen to take advantage of the Port of Baltimore's inland location and quality program, Q-Chat.



COURTESY OF MPA



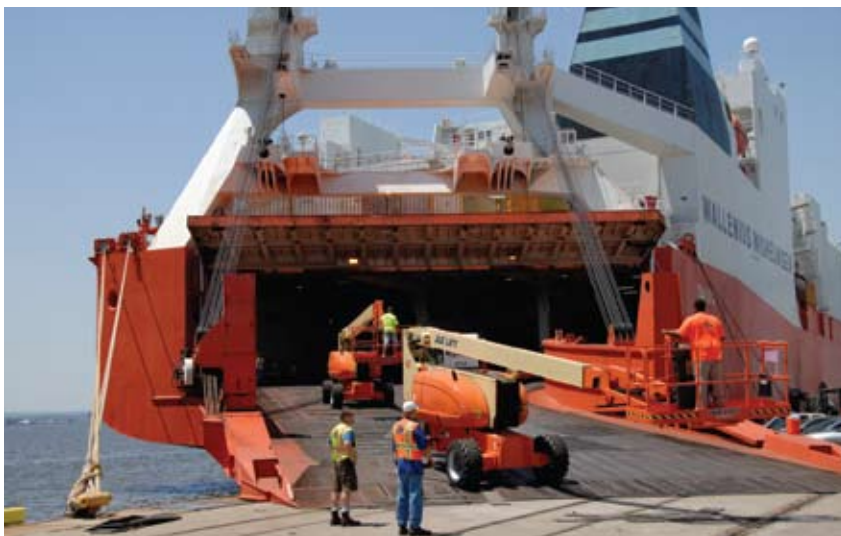
RO/RO

The Port of Baltimore continues to be the leading roll-off/roll-on (RO/RO) cargo port on the East Coast.

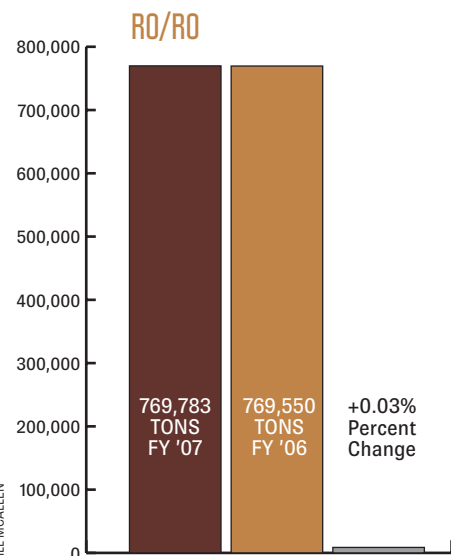
RO/RO cargos still are dominated by farm and construction equipment manufacturers and remain the attraction for luring the numerous ocean carriers, who transport these drivable

commodities to Baltimore.

The Port continued its industry-wide training lead by again holding the annual May RO/RO Rodeo, where more than 250 members of the International Longshoremen's Association received three days of driver training supplied by manufacturers' technical representatives.



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CONTAINERS

For the fifth consecutive year, Maryland Port Administration terminals had an increase in the number of containers moved across its public piers.

In fiscal year 2007, 5,653,652 container tons were handled, an increase of 3 percent over fiscal year 2006, when there were 5,471,063 tons handled. There were 618,039 TEUs (20-foot equivalent units) handled in fiscal 2007, compared to 613,326 in fiscal 2006.

Container cargo has helped keep the Port of Baltimore a viable economic engine in the Maryland, ushering it into the 21st century with promising and untapped growth.

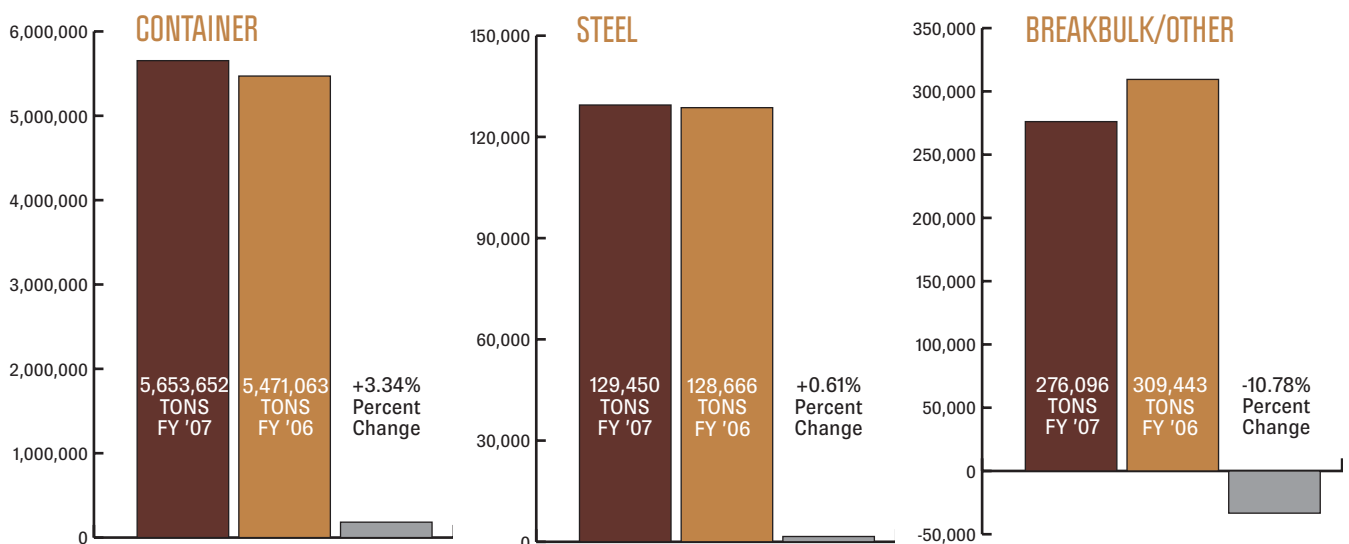
With berths 1, 2 and 3 at Seagirt Marine Terminal dredged to 45 feet, and plans for a new 50-foot berth, the Port will be ready for new, larger container ships that are being deployed.



COURTESY OF MPA



KATHY BERGREN SMITH



CRUISE

Cruising continues to be big business in the Port of Baltimore, and it's easy to see why: location, location and location.

The Maryland Port Administration's dedicated cruise terminal is located right off Interstate 95, the East Coast's main street, and passengers have praised the ease of getting to the cruise terminal. The facility boasts plenty of parking right next to the brand-new building, easing customers' way to board ship.

In 2007, 125,000 passengers embarked and debarked in Baltimore, an increase over the 120,000 passengers who passed through in 2006, on 29 cruises and four ports of call on the Royal Caribbean *Grandeur of the Seas*. The economic impact included \$148 million in salaries and services, and 2,139 jobs.

Norwegian Cruise Line returns in 2008 for 10 seven-day cruises to Bermuda.

Royal Caribbean will offer 16 cruises in 2008 to Bermuda, the eastern



COURTESY OF MPA

Caribbean and its new Canada/New England tour. Passengers will get to see the ports in Portland and

Bar Harbor, Maine; Saint John, N.B.; Halifax, Nova Scotia; and Boston.

SECURITY

Security at the Maryland Port Administration continues to be a high priority, with an emphasis on modernizing and improving upon its ongoing security measures. Safe and secure terminals and facilities remain a constant vigil for MPA and its partners in the security effort, including the Maryland Transportation Authority Police, U.S. Coast

Guard, and U.S. Customs and Border Protection. Having a comprehensive security program helps cargo move through the terminals safely and efficiently.

In January, MPA began issuing an MPA identification credential to all port employees and individuals having a valid purpose to enter restricted terminals. MPA credentials are color-coded to signify employee status on terminals and

contain an electronic chip housing employee reference data that is compatible with the newly installed electronic control devices at Dundalk and Seagirt marine terminal access gates. The control devices were installed in preparation for use with the Transportation Worker Identification Credential program.

Contract security personnel were trained in the use of the Dundalk Cargo Truck Gate Plaza Automated Gate Pass System for automated access. Individual terminal facility security plans were devised for MPA's six public restricted marine terminals and approved by the Coast Guard. MPA Security intelligence links were established with Maryland's Anti-Terrorism Advisory Council and a video linkage interface to MPA Security was established with existing Dundalk Marine Terminal gate pass

and access control systems.

Baltimore continues to be one of the few international sea ports offering the Mobile Sea Container System. The device can scan a 40-foot container within 30 seconds and x-ray through 14 inches of solid steel. The eModel Trucker Check verifies driver and company information before a truck can even enter the Port's grounds.

Since 2002, MPA has received \$22 million, as well as a grant amount of \$1.8 million from the state and the U.S. Department of Homeland Security. The money will go toward protecting surrounding waterways and critical infrastructure.

MPA's security department has submitted a Customs Trade Partnership Against Terrorism (C-TPAT) application for certification and validation. Certification was achieved and validation is currently pending. 🌐



COURTESY OF MPA



rb auction Bid-Live

LOT: 1546 CHOICE OF 4
2001 - CATERPILLAR 950G WHEEL LOADER

Logged in as Bidder #: 8213
Status: Connected
Currency: USD SMT: 157

Bidding Limit: \$500,000
Purchases: \$0
Remaining: \$500,000

ASK: \$80,000
Current High Bid: \$70,000
High Bidder: CWS/TS

BID NOW
BID \$80,000

Turn Audio Off Turn Video Off

LOT	Description	SN	Image
1546	2001 - CATERPILLAR 950G WHEEL LOADER	3JW02106	
1547	2001 - CATERPILLAR 950G WHEEL LOADER	3JW02175	
1548	2001 - CATERPILLAR 950G WHEEL LOADER	3JW02177	
1549	2001 - CATERPILLAR 950G WHEEL LOADER	3JW02178	
1550	2000 - CATERPILLAR 950G WHEEL LOADER	3JW01506	
1551	2000 - CATERPILLAR 950G WHEEL LOADER	3JW01520	
1552	1999 - CATERPILLAR 950G WHEEL LOADER	3JW00641	
1553	1997 - CATERPILLAR 950F WHEEL LOADER	3JW02717	
1554	1994 - CATERPILLAR 950F WHEEL LOADER	3JW02815	
1555	1994 - CATERPILLAR 950F WHEEL LOADER	3JW03191	
1556	2000 - JOHN DEERE 924H WHEEL LOADER	0M62N49574779	
1557	2000 - JOHN DEERE 924H WHEEL LOADER	0M62N49574833	

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Lot Winner's Messages

July 12-13-14



BY MERRILL WITTY

{ In a Lucrative Aftermarket, Equipment is
Sometimes Broken Down into the Sum of its Parts }

Piece-By-Piece Profit

More than \$100 billion of used heavy equipment is sold in the global marketplace each year. If that seems like a staggering amount, consider that the lifespan of construction equipment is generally only 35 to 40 years. And once equipment is needed, it's needed immediately — when a job is bid on and won, orders are placed and equipment has to arrive at a job site as soon as 20 days later.

Those facts help explain the busy nature of business at North East, Md.-based Ritchie Brothers Auctioneers, the world's largest auctioneer of industrial equipment.

Construction companies that purchase used machinery don't keep it forever, says Kim Schulz, the spokeswoman for Ritchie's company headquarters in Vancouver, B.C. Once job-specific pieces of equipment are no longer needed, they are re-sold, often at auction.

"If they buy a lot of road-building equipment for a job, then won't use it again for eight or 10 months, they actually lose money on it by having it sit unused on a lot," Schulz says.

"Certain cranes can be hard to find. A seller can often get more money for the crane than he paid for it once he's through with it. It's smarter to sell, then buy again. Our buyers are often our sellers, too."

There are advantages to using the auction route versus buying new from a dealer, she adds: "One, customers know when it will be sold and, two, they will get fair market value."

But what if you're in Egypt and some of the pieces you need are for sale here in Maryland? Easy. If you find it at Ritchie, you can register to bid over the Internet, live and in real time, using the company's online bidding service, rbauctionBid-Live.

More than 2,200 lots were sold during the most recent auction at Ritchie Brothers' North East site in October, generating \$20 million in gross auction proceeds. More than 1,600 lots representing more than



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Now



KATHY BERGEN SMITH



COURTESY OF RITCHIE BROTHERS AUCTION



COURTESY OF RITCHIE BROTHERS AUCTION

\$16 million — or 84 percent of the total gross auction proceeds — were sold to out-of-state buyers.

The unreserved auction attracted more than 2,000 registered bidders from 36 countries, including all 50 states and nine Canadian provinces. Close to 600 people registered to bid over the Internet. More than \$4 million of equipment was sold to online bidders from around the world, and \$2.7 billion of equipment was sold at Ritchie Brothers auctions in 2006, representing almost 3 percent of the global market.

"When you see Internet bids coming in from all over the world, and hundreds of on-site bidders who've traveled long distances to bid in person, you realize that we really do create a global marketplace for our customers," says Steve Kriebel, Ritchie Brothers' Regional Manager for Maryland. "We attracted hundreds of interested buyers to Maryland, both on-site and online, helping our local consignors achieve global market value

for their surplus assets. And we helped hundreds of people find the right equipment for their needs, without limiting their search to the local marketplace."

Once you've bought your new project in Aswan the equipment it needs, how are you going to get it from Maryland to the Port of Alexandria?

is the most efficient way to send anything, since the cost for moving roll-on/roll-off cargo in one piece is based on the cubic meter dimensions, she tears a machine down into pieces and has it packed into containers.

Often she can get a machine into two 40-foot containers. Sometimes, how-

"The weak dollar and the corresponding strong U.S. export market have created a huge demand for space, especially on RO/RO ships. Hence, the option, if available, is to dismantle equipment and ship it by container."

Enter Ami Perego, International Ocean Export Manager for the Hanover, Md., division of Lynden International. Exporting up to 150 huge machines a month, she has cleverly found a way to save customers lots of time and money.

Knowing that containerized shipping

ever, the machine is simply too large.

"Say I have a D155 Komatsu bulldozer," Perego says. "It's still too big to disassemble and send in containers no matter what we do. In that case, I'll say to my packer — here, I use Baltimore Packaging — 'OK, I want you to take the

boom, the buckets, the stick, whatever you can take off to make the basic machine smaller cubic meter-wise.' They'll get me a complete packing list of what they put into a container."

Peregoy has unearthed savings in labor — for both local customers and end-destination sites — in the disassembly and reassembly as opposed to shipping via a RO/RO carrier one fully assembled piece.

"A dozer then goes from 33 to 18 feet in length, maybe from 13½ feet to 10½ feet wide, and from 12 feet down to 9 feet tall," she says. "Plus, it can go from 75,000 pounds to 50,000 pounds."

While there can be a wait of months to get on a RO/RO vessel, Peregoy can get containers sent out on ships "every single week." She uses National Shipping Company of Saudi Arabia and Walenius Wilhelmsen Logistics for all her RO/RO cargos and Mediterranean Shipping Company for her containers.

"The weak dollar and the corresponding strong U.S. export market have created a huge demand for space, especially on RO/RO ships. Hence, the option, if available, is to dismantle equipment and ship it by container," says Lou LoBianco, the Maryland Port Administration's Manager of RO/RO, bulk and breakbulk. "The Port of Baltimore is able to offer a wide assortment of RO/RO and container ship choices to reach foreign markets."

Peregoy receives recommendations from Ritchie Brothers, and also from J.L. Hollinger & Sons in Manheim, Pa., which buys, sells and rents used and new construction equipment. Hollinger features machines from a wide range of manufacturers including CAT, John Deere and Case, and also sells parts machines.

Her main export markets are the Middle East and Asia, but "through word of mouth, I'm now quoting to clients wanting to go to the Pacific Islands."

And she'll do anything she can to help her clients. "If they buy online, they don't know exactly what they're getting," Peregoy says. "I'll have the equipment power washed, repaired — whatever it takes." 🌐

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Baltimore Hosts Automakers Examining Path of Industry

BY TYISHA MANIGO

When the automotive world gathered to talk this fall, there was only one location that seemed perfectly appropriate: Baltimore.

The Port of Baltimore served as the host for the Automotive Maritime Logistics Conference, a two-day October event examining key issues and topics pertaining to the automotive industry's future.

Maryland Port Administration officials say the conference was another example of the Port taking the necessary steps to maintain its position as one of the premier destinations for vehicular import and export traffic.

The conference's theme was "The Big Squeeze," and focused on such issues as quality handling of cargo, roll-on/roll-off constraints and the need for ports to find more space on existing land and waterfronts.

"We're one of two major auto ports in the

country, and No. 1 in RO/RO in the country," says Mel Bafford, MPA's General Manager for Automobiles and Project Cargo. "Baltimore was a great place to host the conference."

Bafford says the event was designed to be a nationwide program, and attracted manufacturers and port officials from around the country, including San Diego, San Francisco, New York and Georgia. More than 220 people were in attendance for the affair, which officials deemed a success.

"We didn't know how it would pan out because this was the first time we ... had done an auto conference, but right at the end it jelled pretty good. It

Manufacturers and port officials came from around the country, including San Diego, San Francisco, New York and Georgia. More than 220 people were in attendance for the affair, which officials deemed a success.



KATHY BERGREN SMITH



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turned out to be a very good program," Bafford says.

Moreover, it helped highlight the Port of Baltimore's stance as a leading port for exporting automobiles. Recent figures show that the Port more than doubled its number of auto exports in 2007 with 111,907, a 104 percent increase from last year's total of 54,860. The Port's imports in 2007 increased by 14 percent, from 308,995 in 2006 to 352,848.



KATHY BERGEN SMITH



2006 CENTENNIAL YEAR

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Bafford attributes the Port's success in the auto import and export arenas to a number of factors, most notably, location and a commitment to superior customer service.

"Cars have been a strong cargo for the Port for many years," he says. "Our biggest selling point is our geographical location. We're central to the East Coast and inland by 160 miles, so we have (an advantage) in the marketplace over the other ports that might be our competitors."

Port officials maintain a close relationship with everyone from the manufacturers, importers and exporters to the steamship lines and port processors to oversee every aspect of handling the cars once they are in the Port, Bafford explains.

As an example, he mentioned the Port's Quality Cargo Handling Action Team (QCHAT) program, a 37-point, detailed inspection checklist that examines all

Experienced Legal Services for the Maritime Community

aspects of the vehicles during the off-loading and on-loading process. QCHAT discerns whether keys were left in the cars, if car windows were left open or if the vehicle was moved in its confined space in order to look for and prevent damage to the highly valuable cargo.

"All of these are bits and pieces of how we sell the Port and market the Port as a quality handling port," Bafford says. "No other port in the country has a program like QCHAT. It's been successful and recognized by the manufacturers themselves as being the top operation anywhere."

The Port's clients include Mercedes-Benz, which inked a 20-year contract with MPA in 2004. Last year, the Port began receiving Subaru vehicles, resulting in approximately 31,000 import and export Subaru vehicles for the Port, according to MPA officials.

Another manufacturer, Chrysler, has a relationship with the Port that dates back to at least 1976, says John Griffin, Chrysler's Manager of International Port Operations.

"We started with less than 10,000 (vehicles) a year being shipped out of the Port of Baltimore and this year, we'll import 19,000 and export over 140,000," Griffin says.

One of the many benefits in using the Port of Baltimore is its relative position to Chrysler's manufacturing facilities in Detroit, says Griffin. Over the years, the company has enjoyed the customer service the Port strives to provide.

"We're very pleased with the support (of the Port) and their accommodations to our needs," Griffin says.

Porsche officials believe the Port of Baltimore "is suited very well" for the automotive manufacturer because it allows the company to reach its Northeast, Mid-Atlantic and Mid-West markets, says Barry Long, Porsche Manager of Vehicle Logistics.

Long likes the fact that the Port's Dundalk Marine Terminal is set up to primarily handle auto cargo.

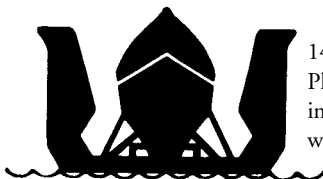
"It offers us the options (at Dundalk) and the customer service from the Port of Baltimore is excellent," he says. 🌐

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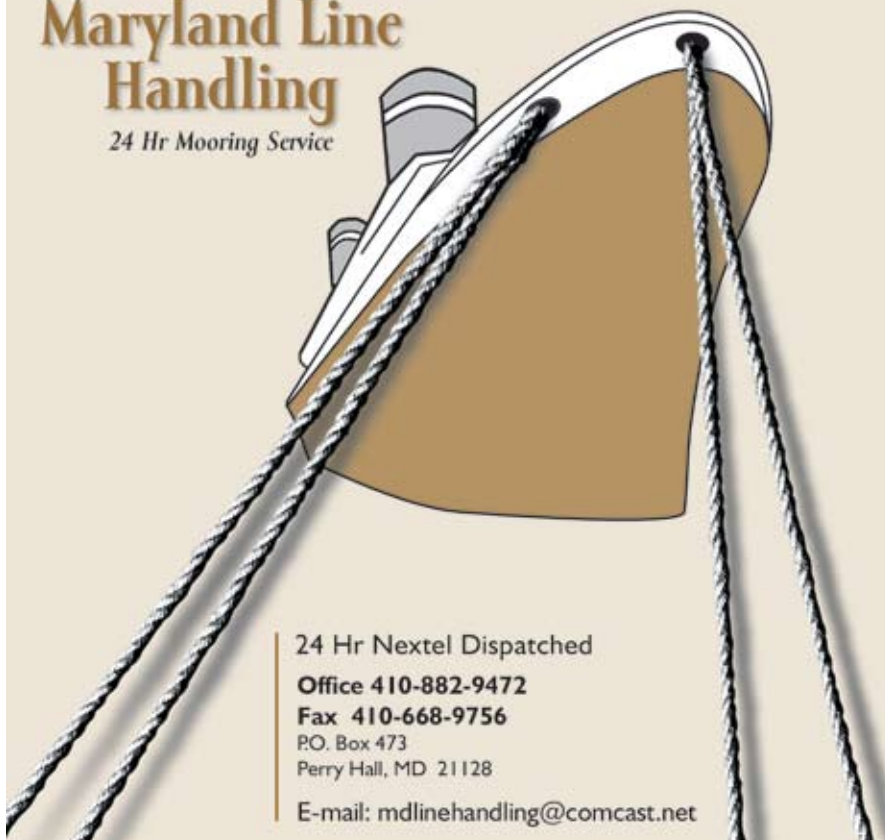


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Wallenius Wilhelmsen Logistics' Facility Solidifies Long-Term Relationship with Port

THRIVING Partnership

THE PORT OF BALTIMORE AND WALLENIUS WILHELMSSEN LOGISTICS RECENTLY CELEBRATED A PROFITABLE, LONG-TERM PARTNERSHIP BY INAUGURATING A NEW VEHICLE PROCESSING FACILITY AT DUNDALK MARINE TERMINAL.



BY KATHY BERGREN SMITH
Photography Courtesy of MPA



The ceremonial ribbon cutting on Oct. 16 marked a doubling of the footprint of Wallenius Wilhelmsen Logistics' facilities at the Port of Baltimore. The new, 72-acre vehicle processing center will prepare imported vehicles for shipment to domestic dealers and ready export vehicles for ocean transport.

"This is why we came to Baltimore," said Wallenius Wilhelmsen Logistics President of Region Americas Chris Connor. "Having this centralized distribution center on the U.S. East Coast is a valuable asset for Wallenius Wilhelmsen Logistics and our customers."

Baltimore is the East Coast's No. 1 roll-on/roll-off cargo port and Wallenius Wilhelmsen Logistics is one of the world's leading vehicle logistics companies providing factory-to-dealer service.

"This is a no-brainer," explains Mel Bafford, the Maryland Port Administration's Sales Manager for RO/RO cargo. "Our proximity to the Midwestern markets and our rail and highway infrastructure is perfect for vehicle processing."

Connor echoed that sentiment, saying, "A good vehicle processing center shares three things with all successful development projects: location, location, location."

The new facility represents the next chapter in the Wallenius Wilhelmsen Logistics/Port of Baltimore success story, according to Maryland's Secretary of Transportation, John D. Porcari.

"Wallenius Wilhelmsen Logistics and the Port of Baltimore

Above: Wallenius Wilhelmsen Logistics hosted an open house to celebrate its new vehicle processing center at Dundalk Marine Terminal. Left: Participating in the ceremonial ribbon-cutting to open Wallenius Wilhelmsen Logistics' new vehicle processing facility were, from left, Maryland Secretary of Transportation John D. Porcari, Subaru America National Transportation Manager Larry Strug, WWL Region Americas President Chris Connor, Ford Motor Co. Purchasing Manager for Export and Global Growth Operations Al Dunn and MPA Deputy Executive Director M. Kathleen Broadwater.

are building economic development and creating jobs together through this long-term partnership," said Porcari.

The facility's first automobile customers, Subaru and Ford, were represented as 150 guests at the ceremony were invited to tour the new facilities, which include a car wash, a body shop, vehicle and parts storage, and areas for customer warranty work.

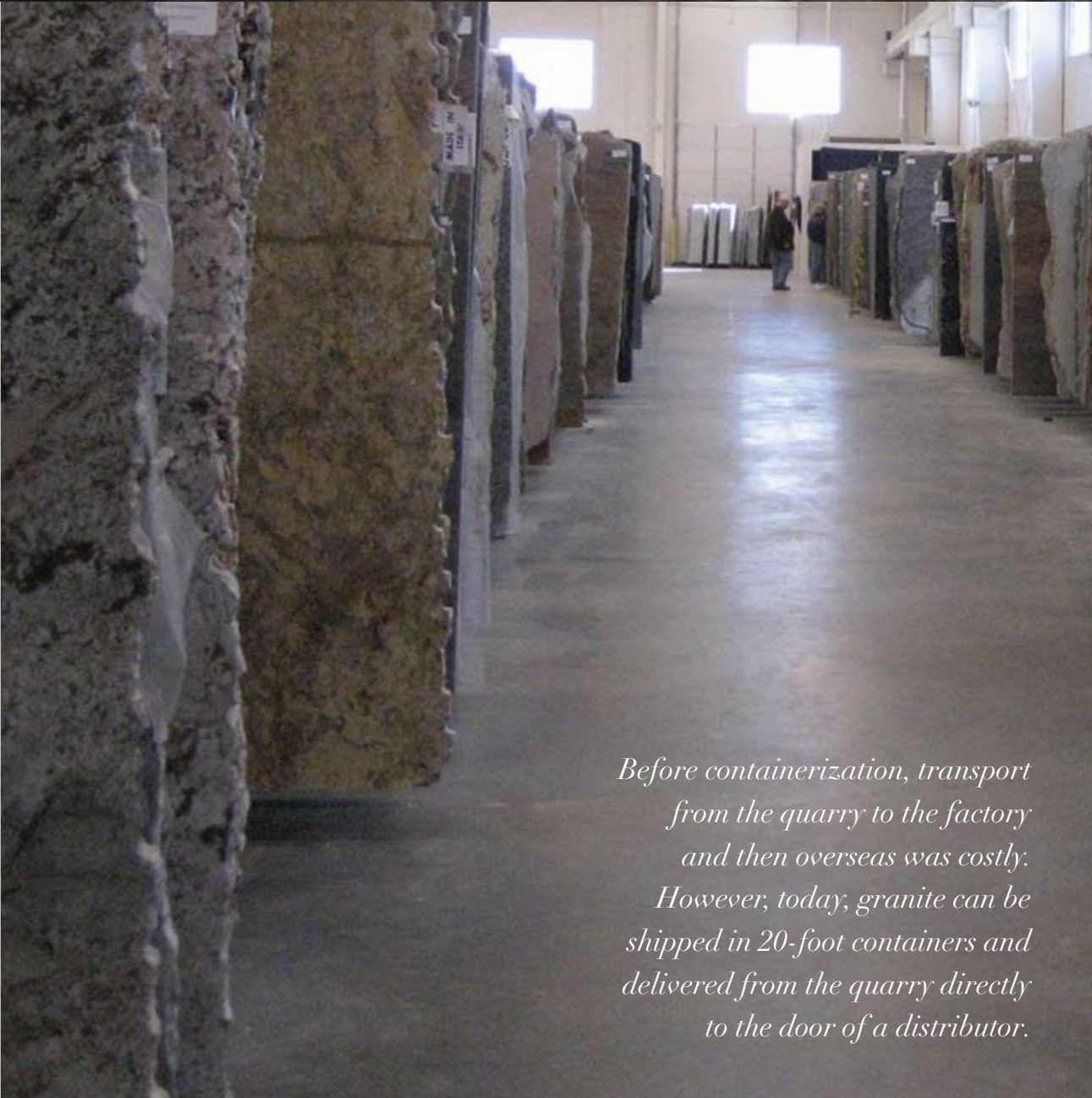
"We are extremely happy with this project," said Larry Strug of Subaru America.

Al Dunn of Ford Motor Cars praised Wallenius Wilhelmsen Logistics for its attention to quality.

"Our long relationship with Wallenius Wilhelmsen Logistics continues on with this new vehicle processing center," Dunn said. 🌐



SLABS



Before containerization, transport from the quarry to the factory and then overseas was costly. However, today, granite can be shipped in 20-foot containers and delivered from the quarry directly to the door of a distributor.

of distinction

Granite Cements Position As Up-and-Coming Niche Commodity at Port

The warehouse in Glen Burnie, Md., with containers parked around a non-descript, one-story structure, is much like any one of the hundreds of other warehouses surrounding the Port of Baltimore. But once inside NSI, LLC, rather than whizzing forklifts and stacked items, the warehouse is bustling with people strolling around slabs of granite, looking for the stone that will be transformed into their kitchen countertop or conference room tabletop.

"These are not actually our customers you see. We sell these slabs to fabricators and as a service to them, we are open to the public so that the homeowner can pick their own slab," says NSI's owner, Teresa Burruss. She has been in the granite and marble business for 20 years and sees no stopping the growth in the commodity's residential use. Today, her company, one of the smaller suppliers, receives about 10 containers a month from the Port of Baltimore. They are filled with slabs of granite she and her partner hand select in Brazil and Italy.

Granite was once out of reach for most homeowners looking for

a new countertop. The igneous rock is quarried throughout the world in 20-ton blocks. These blocks are then cut into slabs and polished to reveal striking patterns formed millions of years ago as the molten rock crystallized deep within the earth.

Before containerization,



transport from the quarry to the factory and then overseas was costly. However, today, granite can be shipped in 20-foot containers and delivered from the quarry directly to the door of a distributor, bringing down the cost of transportation and creating a larger residential marketplace.

"Granite has become the No. 1 choice for our kitchen projects for a lot of reasons," says Steve

Lacey, President of West River Builders, a homebuilder in Anne Arundel County. "For one thing, the price has come down. We used to only put granite in our most expensive homes; not so anymore. And also the selection has increased dramatically — there are many more choices

for people looking at stone."

Much of the granite for countertops comes from Europe, shipped from the Mediterranean, or from South America, particularly Brazil. Mediterranean Shipping Company has five ship calls to Baltimore weekly, bringing substantial amounts of granite and tile to the region.

"Just out of curiosity, I looked up a random ship and

STORY AND PHOTOGRAPHY BY KATHY BERGREN SMITH

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found that 10 percent of the containers bound for Baltimore contained granite or tile. That is a lot of a single commodity on a single ship," says Susanne Kennedy, Import Customer Service Manager at MSC.


Kennedy says granite slabs are a somewhat tricky cargo to transport. For one thing, the slabs are very heavy — 1,000 pounds each — so a limited number can be packed safely into a container. Although granite is durable, it is still brittle, so it must be blocked and braced inside the container so it doesn't break. The slabs are shipped on end, never stacked.

"Baltimore is a popular port for granite because the customers do not like to risk damage by trucking it too far," says Kennedy. Baltimore's inland location decreases driving distances.

The Port of Baltimore is the favored port for another major granite and stone importer: R. Bratti Associates, Inc. in Alexandria, Va. This fourth-generation stone contractor is responsible for such monumental installations as the Kennedy Center, the National Air and Space Museum and many other landmark buildings in the nation's capital. They also made repairs to the Pentagon following the terrorist attacks of Sept. 11, 2001.

Recently, the company completed installation of 7,000 individual pieces of Roman travertine to create the circular National Museum of the Marine Corps near Quantico, Va. For a project such as this, each piece was marked at the factory in Italy to ensure its proper placement on the building.

On large stone projects like the buildings that Bratti creates, time is of the essence when it comes to shipping. "The minute the stone is ready at the factory, we try to get in on the next ship so it can get to the job," says Bratti Executive Vice President Armagan Selcik. "I prefer to ship to Baltimore because we have no problems with congestion at the Port and we always get our stone quickly."

The careful and timely shipping of containerized granite has brought the exotic beauty of natural stone not just to the grand buildings of Washington, D.C., but right into the kitchens of suburban Baltimore — and beyond. 



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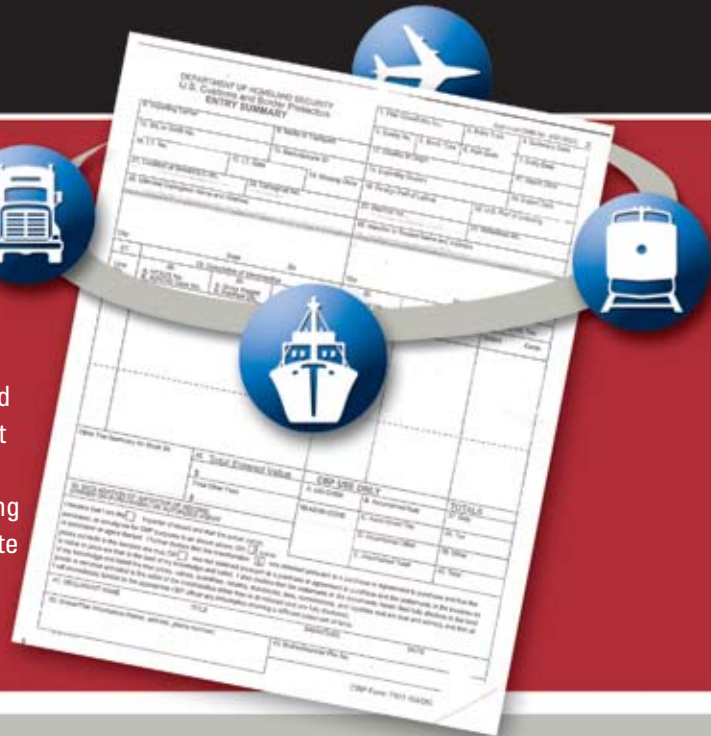
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When cargo needs to be moved between the Port of Baltimore and an overseas destination, customs brokers and international freight forwarders are on hand to lend their expertise. They can help importers and exporters ensure that federal requirements are being met, assist with the preparation of price quotations and appropriate documentation, reserve space on a vessel, and even recommend packing methods so that the merchandise arrives safely.



The following listings were provided by the Maryland Port Administration (MPA) or were gathered in response to a request for information for inclusion in the 2007 Port of Baltimore Directory. Efforts have been made to ensure that this information is as accurate, up-to-date and complete as possible. MPA and Media Two assume no responsibility for errors, inaccuracies or omissions.

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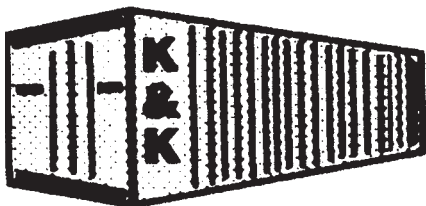
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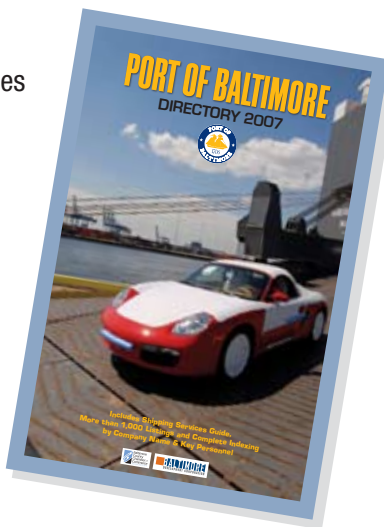
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The winter of 1977 was known as the "millennium winter." Sixty-five percent of the Chesapeake Bay was iced over. A bitter cold January caused ice to pile up in the Grove Neck area of the C&D Canal and ship traffic was eventually halted.

U.S. Coast Guard icebreakers ran convoys of ships up the bay, keeping the shipping channel into the Port of Baltimore open. In this image from February 1977, the entire harbor is choked with ice.

Mike Efford, a retired docking pilot, was captain aboard the Curtis Bay Towing (now Moran Towing) tug Drum Point. His boat was one of several hired by the Maryland Port Administration that winter to assist the Coast Guard in keeping the Port of Baltimore navigable.

"When a container ship was due into Dundalk Marine Terminal, we would have two

tugboats point bow-to-bow (and) tie alongside the berth. The tugs would run at half-speed to stir up the water and fan the ice out and away from the pier," he says. "They would stay on station until the ship arrived so that the ship could get into the berth and the cranes could reach her."

At one point, as the ice from the upper bay drifted down and collected at the mouth of the Chester River near Rock Hall, a freak easterly wind blew up at over 50 mph. Efford recalls that five ships under way in Craighill Channel at the time were literally captured in the moving ice pack. One small freighter was shoved to the mouth of the Magothy River, where it remained until it could be pulled free.

"That was a long winter," Efford recently recalled from aboard his boat in Hollywood, Fla.

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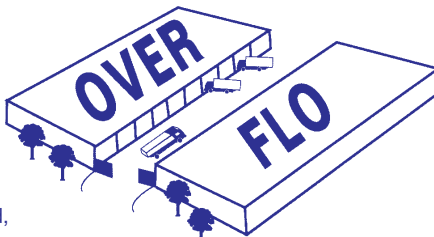
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